Journal of Experimental Social Psychology

EDITOR

Thomas M. Ostrom

ASSOCIATE EDITORS

David M. Messick
Mark P. Zanna

Editorial Associate: Seville Bates

EDITORIAL BOARD

Ellen S. Berscheid
Joel Cooper
Deborah Davis
James H. Davis
Anthony N. Doob
Russell H. Fazio
George R. Goethals
Charles L. Gruder
David L. Hamilton
Richard J. Harris
Reid Hastie
E. Tory Higgins
Edward E. Jones
James P. Kahan
Saul M. Kassin
Samuel S. Komorita
Robert M. Krauss
David G. Myers
James M. Olson
Steven J. Sherman
Mark Snyder
John W. Thibaut
Robert S. Wyer
Robert B. Zajonc
Dolf Zillman

Volume 18, 1982

ACADEMIC PRESS
A Subsidiary of Harcourt Brace Jovanovich, Publishers

New York London
Paris San Diego San Francisco São Paulo Sydney Tokyo Toronto

Copyright © 1982 by Academic Press, Inc.

All Rights Reserved

No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any information storage and retrieval system, without permission in writing from the copyright owner.

The appearance of the code at the bottom of the first page of an article in this journal indicates the copyright owner's consent that copies of the article may be made for personal or internal use, or for the personal or internal use of specific clients. This consent is given on the condition, however, that the copier pay the stated per copy fee through the Copyright Clearance Center, Inc. (21 Congress Street, Salem, Massachusetts 01970), for copying beyond that permitted by Sections 107 or 108 of the U. S. Copyright Law. This consent does not extend to other kinds of copying, such as copying for general distribution, for advertising or promotional purposes, for creating new collective works, or for resale. Copy fees for pre-1982 articles are the same as those shown for current articles.

MADE IN THE UNITED STATES OF AMERICA

CONTENTS OF VOLUME 18

NUMBER 1, JANUARY 1982

TERESA M. AMABILE AND ANN H. GLAZEBROOK. A Negativity Bias in Interpersonal Evaluation 1

ANNE LOCKSLEY, CHRISTINE HEPBURN, AND VILMA ORTIZ. Social Stereotypes and Judgments of Individuals: An Instance of the Base-Rate Fallacy 23

BRIAN MULLEN AND JERRY SULS. "Know Thyself": Stressful Life Changes and the Ameliorative Effect of Private Self-Consciousness 43

JEFF GREENBERG, TOM PYSZCZYNSKI, AND SHELDON SOLOMON. The Self-Serving Attributional Bias: Beyond Self-Presentation 56

PHILIP E. TETLOCK AND ARIEL LEVI. Attribution Bias: On the Inconclusiveness of the Cognition–Motivation Debate 68

BARRY R. SCHLENKER AND MARK R. LEARY. Audiences' Reactions to Self-Enhancing, Self-Denigrating, and Accurate Self-Presentations 89

NUMBER 2, MARCH 1982

SUSAN T. FISKE, DAVID A. KENNY, AND SHELLEY E. TAYLOR. Structural Models for the Mediation of Salience Effects on Attribution 105

ROBERT S. WYER, JR., AND SALLIE E. GORDON. The Recall of Information about Persons and Groups 128

MARK SNYDER AND DEBORAH KENDZIERSKI. Acting on One's Attitudes: Procedures for Linking Attitude and Behavior 165

CHARLES S. CARVER AND MICHAEL F. SCHEIER. Outcome Expectancy, Locus of Attribution for Expectancy, and Self-Directed Attention as Determinants of Evaluations and Performance 184

YAACOV TROPE. Self-Assessment and Task Performance 201

NUMBER 3, MAY 1982

EUGENE BURNSTEIN AND YAACOV SCHUL. The Informational Basis of Social Judgments: Operations in Forming an Impression of Another Person 217

VALERIE S. FOLKES. Communicating the Reasons for Social Rejection 235

CHRISTOPHER G. WETZEL AND CHESTER A. INSKO. The Similarity-Attraction Relationship: Is There an Ideal One? 253

BERNA J. SKRYPNEK AND MARK SNYDER. On the Self-Perpetuating Nature of Stereotypes about Women and Men 277

CARYL E. RUSBULT AND STEVEN M. MEDLIN. Information Availability, Goodness of Outcome, and Attribution of Causality 292

NUMBER 4, JULY 1982

Charles F. Bond, Jr., and C. Kevin Kirkpatrick. Distraction, Amnesia, and the Next-in-Line Effect 307

John T. Cacioppo, Richard E. Petty, and Joseph A. Sidera. The Effects of a Salient Self-Schema on the Evaluation of Proattitudinal Editorials: Top-Down Versus Bottom-Up Message Processing 324

Russell H. Fazio, Jeaw-mei Chen, Elizabeth C. McDonel, and Steven J. Sherman. Attitude Accessibility, Attitude-Behavior Consistency, and the Strength of the Object-Evaluation Association 339

Catherine A. Riordan, Barbara Quigley-Fernandez, and James T. Tedeschi. Some Variables Affecting Changes in Interpersonal Attraction 358

Basil G. Englis, Katherine B. Vaughan, and John T. Lanzetta. Conditioning of Counter-Empathetic Emotional Responses 375

Acknowledgment 392

NUMBER 5, SEPTEMBER 1982

Richard L. Moreland and Robert B. Zajonc. Exposure Effects in Person Perception: Familiarity, Similarity, and Attraction 395

Thomas C. Monson and John W. Hesley. Causal Attributions for Behaviors Consistent or Inconsistent with an Actor's Personality Traits: Differences between Those Offered by Actors and Observers 416

Bella M. DePaulo, Robert Rosenthal, Carolyn Rieder Green, and Judith Rosenkrantz. Diagnosing Deceptive and Mixed Messages from Verbal and Nonverbal Cues 433

Gary L. Wells. Attribution and Reconstructive Memory 447

Harry T. Reis and Laurie Beth Burns. The Salience of the Self in Responses to Inequity 464

William J. Froming, G. Rex Walker, and Kevin J. Lopyan. Public and Private Self-Awareness: When Personal Attitudes Conflict with Societal Expectations 476

NUMBER 6, NOVEMBER 1982

Ladd Wheeler, Richard Koestner, and Robert E. Driver. Related Attributes in the Choice of Comparison Others: It's There, but It Isn't All There Is 489

John H. Berg and Richard L. Archer. Responses to Self-Disclosure and Interaction Goals 501

Carol T. Miller. The Role of Performance-Related Similarity in Social Comparison of Abilities: A Test of the Related Attributes Hypothesis 513

William S. Rholes, Su Bailey, and Linda McMillan. Experiences That Motivate Moral Development: The Role of Cognitive Dissonance 524

Timothy D. Wilson, Patricia S. Laser, and Julie I. Stone. Judging the Predictors of One's Own Mood: Accuracy and the Use of Shared Theories 537

Chester A. Insko, Robert Gilmore, Debra Moehle, Angela Lipsitz, Sarah Drenan, and John W. Thibaut. Seniority in the Generational Transition of Laboratory Groups: The Effects of Social Familiarity and Task Experience 557

Fritz Strack, Ralph Erber, and Robert A. Wicklund. Effects of Salience and Time Pressure on Ratings of Social Causality 581

Martin F. Davies. Self-Focused Attention and Belief Perseverance 595

Author Index for Volume 18 606